



Cisco

650-175

SMBAM - SMB Specialization for Account Managers

QUESTION: 52

Compared to standard Cisco products, Cisco Small Business products are more efficient in addressing which installation requirement?

- A. Wireless technology integration
- B. VPN technology integration
- C. Minimal technical complexity
- D. Use of advanced reporting functions

Answer: C

QUESTION: 53

The Smart Business Communication System is comprised by which three foundational hardware components?

- A. Cisco Monitor Directory
- B. Cisco Unified Communication 500 series
- C. Cisco 500 series phones
- D. Catalyst Express

Answer: B, C, D

QUESTION: 54

In which SMB technology sector will customer concerns about technology maturity, cost effectiveness, quality of work life, and increased productivity and accuracy drive product demand?

- A. Wireless
- B. Network storage
- C. E-commerce
- D. Switching and routing
- E. Security

Answer: C

QUESTION: 55

The ASA5510 solution for SMB is superior to the ASA 5505 because of which two primary features?

- A. Intrusion prevention
- B. The number of firewall connections allowed
- C. The base price under \$1000
- D. Number of VLANs supported

Answer: A, B

QUESTION: 56

Cisco Catalyst Express 500 Series switches deliver best-in-class networking that is designed to meet the needs of growing businesses with up to 250 employees. Cisco Catalyst Express 500 Series Switch is applicable to which campus LAN area?

- A. Core area
- B. Distribution area
- C. Access area

Answer: C

QUESTION: 57

Which two elements are involved in the solutions presentation while displaying the results of a Solutions Recommendation?

- A. Employee concerns
- B. The Value Assessment
- C. The Discovery Guide
- D. Additional partner services

Answer: B, C

QUESTION: 58

Which of the following items is most suitable for customers with up to 48 users on a network where voice communication is essential to business operation?

- A. Cisco Smart Care Service
- B. SMARTnet Partner Service

- C. Cisco Smart Foundation Service
- D. Cisco SMARTnet for SBCS

Answer: D

QUESTION: 59

The SMB Specialization is the first Cisco Partner Specialization that addresses high-level skills required to successfully design and deploy Cisco SMB (fewer than 250 employees) solutions. In which areas will SMBs require better products than found in retail stores?

- A. Wireless, intranet, and wide-area networking
- B. Voice, intranet, and security
- C. Security, voice, and wide-area networking
- D. Wireless, security, and voice

Answer: D

QUESTION: 60

The Cisco Smart Foundation Service is entry-level technical support service that provides the support that small businesses need to help them maintain network reliability and minimize disruption to business. Which three features are discovered in a target customer for Cisco Smart Foundation services? (Choose three.)

- A. 50 or fewer network devices
- B. Network is considered mission-critical
- C. Fewer than 250 network users
- D. Network is not mission-critical to business

Answer: A, C, D

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